

North Pointe Ballet

PROFIT AND LOSS

January - December 2020

	TOTAL
Income	
Income - Box Office	185.00
Income - Donations	16,903.81
Income - Donations - Comm Engagement (R)	7,345.00
Income - Donations - Scholarship (R)	405.00
Income - Donations - SF/ACTD (R)	190.00
Total Income - Donations	24,843.81
Income - Fundraisers	4,265.45
Income - Grant Income	14,800.00
Income - Heartland Deposits	15,050.56
Income - Miscellaneous Revenue	123.00
Income - Program Fees	1,700.00
Income - Outreach Fees	2,850.00
Income - Production & Audition Fees	9,030.25
Income - Tuition	3,975.00
Total Income - Program Fees	17,555.25
Income - Sales of Product Income	
Income - Concessions	360.00
Income - Merchandise	1,229.50
Total Income - Sales of Product Income	1,589.50
Income - Sponsorships and Ads	100.00
Income-Sponsorship	13,200.00
Total Income - Sponsorships and Ads	13,300.00
Interest Income	95.84
Uncategorized Income	286.00
Unrealized Gain/Loss Investments	93.72
Total Income	\$92,188.13
Cost of Goods Sold	
Cost of Goods Sold	196.12
Concessions	-102.00
Merchandise	75.08
Total Cost of Goods Sold	169.20
Total Cost of Goods Sold	\$169.20
GROSS PROFIT	\$92,018.93
Expenses	
Benefits	250.00
Fitness / Pilates Training	375.00
Pointe Shoes	1,396.80
Total Benefits	2,021.80

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Conference and Meeting Expenses	12.00
Event Expenses	0.00
Fixed/Gen Ops	255.65
Books, Subscriptions, Reference	882.08
Dues and Fees	119.26
Insurance	554.00
Office Supplies	185.07
Postage, Mailing Service	730.69
Printing	134.43
Professional Services	2,500.00
Legal Fees	94.00
Photography	4,352.00
Total Professional Services	6,946.00
Storage Rental	3,542.28
Ticket and CC Processing Fee	84.39
Actual Vendini	1,347.62
Heartland	2,929.78
Temp Vendini	0.00
Total Ticket and CC Processing Fee	4,361.79
Website and Domain	21.17
Total Fixed/Gen Ops	17,732.42
Independent Contractors	
Administrative Team	
Development Director	5,900.00
Diversity and Education Manager	800.00
Education Coordinator	2,100.00
Marketing Manager	3,075.00
Outreach Coordinator	2,400.00
Total Administrative Team	14,275.00
Artistic Staff	23,500.00
Dancers and Guest Artists	19,290.00
Other (Special / B-day / Etc)	19.55
Total Dancers and Guest Artists	19,309.55
Graphic Designer	716.00
Instructors	3,967.00
Production Team	1,450.00
Costume Manager	1,125.00
Total Production Team	2,575.00
Total Independent Contractors	64,342.55

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	TOTAL
Marketing and Advertising	1,223.94
Print materials	539.60
Total Marketing and Advertising	1,763.54
Merchandise (deleted)	1,200.00
Payroll Expenses	6,019.44
Production Materials	50.00
Costumes and Costume Rental	1,719.57
Production Materials Costumes	102.53
Total Costumes and Costume Rental	1,822.10
Equipment Rental and Purchase	1,899.75
Music and Licensing Fees	5.40
Sets and Props	200.00
Production Materials Set and Props	41.58
Total Sets and Props	241.58
Total Production Materials	4,018.83
Purchases	1,554.20
Reimbursement	286.50
Rent	
Studio Rental	2,490.00
Theater Rental	9,471.50
Total Rent	11,961.50
Total Expenses	\$110,912.78
NET OPERATING INCOME	\$ -18,893.85
NET INCOME	\$ -18,893.85